

Printed : 8/1/2018 1:17 PM EST

Real Estate Education Committee
08/02/2018 09:30 AM

861 Silver Lake Blvd., Cannon Building
 Second Floor Conference Room A
 Dover, DE 19904

Due to administrative error the agenda was posted less than 7 days.

Posted: 07/30/2018 MM



CANNON BUILDING
 861 SILVER LAKE BLVD., SUITE 203
 DOVER, DELAWARE 19904-2467

STATE OF DELAWARE

REAL ESTATE COMMISSION
 REAL ESTATE EDUCATION
 COMMITTEE

TELEPHONE: (302) 744-4500

FAX: (302) 739-2711

WEBSITE: DPR.DELAWARE.GOV

EMAIL: CUSTOMERSERVICE.DPR@STATE.DE.US

AGENDA

(Amended items are noted with an asterisk)

I. Call to Order

II. Review and Approval of Minutes - June 7, 2018

III. Unfinished Business

IV. New Business

- A. Update from Commission
- B. Review of Course Provider Application(s)*
 - 1. Delaware Technical Community College
 - a. Pre-Licensing Course -104 hrs
 - 2. Delaware Association of Realtors
 - a. Supervision Disclosure Review and Update Mod 4/ 3Hrs.
 - b. New Disclosure Forms-What You Need to Know- Mod 5:3hrs
 - c. Legislative Update - Mod 5: 3hrs
 - d. Real Estate Investing - Mod 6 and 7: 6 hrs
 - e. Five Stellar Steps to Create the Exceptional Sellar Experience - Mod 7: 3 hrs
 - 3. OMEGA Real Estate School
 - a. Pre-Licensing Course -99 Hrs
 - 4. Delaware School of Real Estate
 - a. Delaware Statutes for Real Estate Professionals -Mod 5: 3 Hrs.

- b. Professional Standards -Mod 2: 3 Hrs.
 - c. Personal Safety in Real Estate-Mod 7 :3 Hrs
 - d. Guiding Homebuyers: Current Mortgage Programs & Topics-Mod 7 : 3Hrs
5. New Castle County Board of REALTORS
- a. Everything You Always Wanted to Know About Ethics - Mod 2: 3 Hrs.
 - b. The Code of Ethics -Your Promise to Professionalism- Mod 1: 3 Hrs.
 - c. Mediation -A Preferred Method of Dispute Resolution- Mod 2: 3 Hrs
 - d. Ombudsman-A Preferred Method of Dispute Resolution- Mod 7: 3 Hrs.
6. The CE Shop, Inc.
- a. Real Estate Investing: Building Wealth Representing Investors and Becoming-Mod 7: 6 Hrs.
 - b. Accredited Buyer's Representative Designation-Mod 7: 12 Hrs
 - c. Code of Ethics : Good for Your Clients and Business-Mod 2 : 3 Hrs.
 - d. Did Your Serve? HomeBuying Advantages for Veterans- Mod 7: 3 Hrs.
 - e. Diversity: Your Kaleidoscope of Clients -Mod 7: 3 Hrs.
 - f. Foundation of Real Estate Finance-Mod 7 : 6 Hrs.
 - g. From Contract to Keys: The Mortgage Process-Mod 7: 6 Hrs.
 - h. Keeping It Honest: Understanding Real Estate & Mortgage Fraud -Mod 7: 3 Hrs.
 - i. Selling to Your Sphere of Influence-Mod 7: 3 Hrs.
 - j. Title and Escrow; Two Families; One Transaction -Mod 7: 3 Hrs
7. OnCourse Learning Corp. dba OnCourse Learning Real Estate
- a. Concepts in Appraising Green Residential Buildings-Mod 7: 3 Hrs.
8. McKissock Your Education Solution
- a. Smart Home Technology-2 Hrs
9. Tri-State Real Estate Learning Center, LLC *
- a. Pre-Licensing Course
- C. Review of Instructor Application(s)*
- 1. Jeffrey Whitmarsh, II
 - 2. Brian Pomije
 - 3. Michael Selvaggio

4. Angrea Selvaggio
5. Collena Hope
6. Michael McAllister
7. Williams Horan
8. William Salamone
9. Roberta Jones
10. Louis DeYenno II
11. Henry Wooding*
12. Lori Darkow*

D. Review of Student Request for CE Approval

V. Correspondence

VI. Other Business before the Committee (For Discussion Only)

VII. Public Comment

VIII. Next Meeting -September 6, 2018

IX. Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.